

even began taking some classes at the University of Rochester.

But by that time he was working just about every other hour of the day, getting a kick out of paying income taxes, and showing a marked talent for business. He sold canned foods and then kosher pickles to grocers and restaurants. Next, he caught on to a new wholesaling trend: the placing, or "rack jobbing," of health and beauty aids in food stores. He started with goods from Lever Brothers, Pacquin, and Ben-Gay; spread into phonograph records and housewares; and eventually got beyond mom-and-pop stores into the bigger spreads serviced by Independent Grocers Alliance (IGA). But the time he was 23, in 1952, his company, which he owned with a partner, had sales of \$1 million. And in another ten years he was minus the partner and on his own, raking in good profits on sales above \$3 million. From a street in Rochester on which he rented a building, he'd also lit on a Yankee-sounding name for his company, Clinton.

In business he had all the right entrepreneurial instincts and disciplines. "Cash is king" was a motto, meaning that he unequivocally expected his invoices to be paid when due. Big or not, J.C. Penney, to which Konar wholesaled records, got axed as a customer when it proved to be a slow payer. Konar also habitually worked like a demon. He wife, Sheila, whom he married when he was 24, rolls her eyes at the memory: "He was crazy; I didn't have a husband." Once, she says, her house caught on fire and he was too busy to come home, so he sent one of his managers to help instead.

Konar might have stayed at rack jobbing forever had not his biggest customer, IGA, decided in 1962 to go "direct," which meant it would cut out his middleman and his profits and instead itself supply the goods he'd been selling. The move caught Konar at a terrible time—he'd just bulked up in warehouse space—he was too independent and too riled to accept IGA's offer to buy him out. Said Konar to IGA's president: "I've been through the war, and I'm not going to take any crap from anybody."

He and IGA began gradually to phase out their dealings, and within months Konar simply went into an entirely new business: owning and operating discount drugstores (which, of course, could be fed from some of his spare warehouse space). His first two stores were in Muskegon and Traverse City, Mich., and from there, he added on another 80 stores stretching east to Rhode Island. His business formula was simple: very low prices, overseen by store managers who got a cut of the profits. It all worked well enough to get him to \$12 million in sales in 1968 and \$1 million in profits, earned from 64 drugstores and a small but still profitable rack-jobbing business.

And at that point, Konar took Clinton Merchandising public, in a sale that reduced his ownership of the company from 100% to 67% and also brought about \$2 million into the company. On paper, the deal made Konar worth about \$9 million, not bad considering where he'd come from. But he was no happier with public ownership than was Nathan Shapell, and he soon started listening to acquisition propositions. The eventual buyer was Melville Corp., which in 1972 acquired Clinton (by then up to 84 stores) for about \$21.5 million. On paper this deal raised Konar's net worth to more than \$14 million.

Melville combined Clinton's retail operations with its own chain of discount drugstores, CVS, and used many of Konar's merchandising ideas to build the highly successful chain that exists today. Konar himself stayed around, working part-time, for nine years. And then, at age 52, he "retired."

His hair has a retirement look, having long ago turned white. But a life of complete lei-

sure has no charms from him; he has spent the past couple of decades building a real estate business in Rochester, William B. Konar Enterprises. The business owns apartments, townhouses, and warehouses, and is constructing an industrial park on the edge of Rochester.

Konar's own house, on the Erie Canal in suburban Rochester, is very nice but not lavish. Nearby, though, is the large and elegant new home of Konar's daughter, Rachel, her husband (who works for Konar), and their two children. Konar played tour guide through the house recently, clearly enjoying the moment. As he finished up and headed for his car, he looked back at the home with a grin, shook his head in wonder at it all, and said, "What a country!"

## RETIREMENT OF STEVE MCNEAL

### HON. BOB SCHAFFER

OF COLORADO

IN THE HOUSE OF REPRESENTATIVES

Thursday, April 23, 1998

Mr. BOB SCHAFFER of Colorado. Mr. Speaker, I rise today to commemorate a constituent of mine, Mr. Steve McNeal of Fort Collins, Colorado upon his retirement after 36 years teaching music in the Poudre School District. Hired in 1962, his last year marks the longest term of service to the district of all teachers presently employed. During his long career, he has gained the respect and admiration of generations of students, parents, teachers, and administrators.

For his commitment to excellence, Steve was recently awarded the National School Orchestra Association Director of the Year. Even though the Fort Collins High School auditorium bears his name, Steve's legacy cannot be contained in a place or told in a word. As notable historian Henry Brooks Adam once said, "A teacher affects eternity; he can never tell where his influence stops." Steve McNeal is one such teacher, a person who touched lives through teaching music.

To teach a young person to love music is to give that person a lasting virtue. To teach a person to play music is to give that child the ability to make something beautiful and the confidence to carry through life even when the instrument is put away.

Although I can convey gratitude to match that which sounded forth last Sunday during a musical commemoration for Steve McNeal, I would like to impart to Congress a note of my appreciation for this special Colorado teacher. His devotion to music and his students has brought nearly four decades of song.

## HONORING DEAN E. MCHENRY

### HON. SAM FARR

OF CALIFORNIA

IN THE HOUSE OF REPRESENTATIVES

Thursday, April 23, 1998

Mr. FARR of California. Mr. Speaker, today I rise to honor Dean E. McHenry, a visionary who achieved his dreams for public higher education in California and, in so doing, empowered a legion of students to achieve their dreams.

Dean McHenry's leadership in California institutions of high education can be traced from his position as student body president at Uni-

versity of California at Los Angeles. He attended the best schools, both public and private, that our fine state can offer, earning a master's degree from Stanford University and doctorate from University of California at Berkeley. A noted scholar in his field of political science, he authored many books, was a Carnegie Fellow in New Zealand and Australia, and a Fulbright lecturer at the University of Western Australia.

Dean McHenry held a number of administrative posts at the University of California at Los Angeles. But his life took a significant turn when his former roommate, Clark Kerr, who had just been appointed to the presidency of the University of California system, tapped into his abilities to conceptualize an innovative system of higher education, asking him to serve as the University representative on the team developing California's Master Plan for Higher Education. It was then that Dean McHenry designed a college system accessible to all high school graduates, with standards for the University, the state college system, and community colleges that allowed students to advance from one institution to another.

In 1961, Dean McHenry was appointed founding chancellor of the University of California, Santa Cruz which would become the tangible expression of the philosophies he shared with President Clark Kerr. Together they envisioned a university at which major academic research was done in an intimate small-college environment, a constellation of colleges, each with a specialized academic focus, and attendant dining halls, classrooms and meeting facilities. During the four planning years, eminent scholars were recruited to the faculty. The University of California, Santa Cruz opened to students in 1965. Upon opening not all of the construction had been completed, so the students were housed in mobile home trailers. They were pioneers with a visionary leader.

In the McHenry years, the University of California, Santa Cruz flourished. After his retirement in 1974, Dean McHenry monitored additions such as the arboretum and Long Marine Laboratory, supporting the University as a member of the UC Santa Cruz Foundation.

In his retirement, the nurturing aspect of his nature turned to family, friends and vinticulture, and those too were very good years. He is survived by his loving wife and helpmate, Jane, and four children, Sally MacKenzie, Dean McHenry Jr., Nancy Fletcher, and Henry McHenry, as well as nine grandchildren and seven great grandchildren.

Mr. Speaker, the far-sighted concepts of Dean McHenry have set the course for public education in California, with the University system as its crown jewel. His spirit imbues the campuses of the University of California with fairness and lofty standards. The University's students carry with them, throughout life, a bit of Dean McHenry's enthusiasm and passion for learning.

## WORKERS MEMORIAL DAY: LEADERSHIP AWARD

### HON. BOB FILNER

OF CALIFORNIA

IN THE HOUSE OF REPRESENTATIVES

Thursday, April 23, 1998

Mr. FILNER. Mr. Speaker, I rise today to recognize Phil Saal, Secretary-Treasurer of

Teamsters Local 542, as he is honored by the San Diego-Imperial Counties Labor Council, AFL-CIO for his leadership in the successful United Parcel Service (UPS) strike of 1997.

Phil and the Teamsters gathered overwhelming public support for working families and the plight of the growing part-time workforce during the UPS strike—and his leadership in bringing the UPS contract to a successful settlement is being acknowledged by this Leadership Award.

Under Phil's direction, dozens of strike counselors were trained to provide food and financial assistance to Teamsters during their contract dispute. Five hundred checks, totaling \$30,000, were written to assist workers with their bills, and thousands of pounds of food were distributed.

Phil is also a member of the Labor Council's Board of Directors and is a supporter of the Unity Coalition of Organized Labor in San Diego.

My congratulations go to Phil Saal for these significant contributions. I can attest to Phil's dedication and commitment and believe him to be highly deserving of the San Diego-Imperial Counties Labor Council, AFL-CIO Leadership Award.

#### HONORING BLISSFIELD YOUTH

#### HON. NICK SMITH

OF MICHIGAN

IN THE HOUSE OF REPRESENTATIVES

*Thursday, April 23, 1998*

Mr. SMITH of Michigan. Mr. Speaker, I rise to pay special tribute to four of my constituents who have demonstrated the true meaning of community service. So many people talk about the need to get involved and pitch in when they see a problem, but my district is blessed to have four young people who put those words into action.

This week, the Make A Difference Day committee, organized by USA Weekend, named the group of Christi Stoker, Natalie Eisenmann, Amanda Nicolai, and Stephanie Powell among ten recipients of a national award from the Make A Difference Day Foundation.

These girls offered some helping hands to a homeless shelter in Toledo, not too far from their hometown of Blissfield, Michigan. The girls, who are 13, organized a coalition of community members to donate books, games, wallpaper, and other materials to make this shelter more of a home for the kids and their parents who sought refuge there. They ended up collecting more than \$800 in contributions for the shelter.

And, these special young people didn't stop there. They helped a young girl at the shelter and her mother find a place to live. The girls still stay in touch with the family to whom they gave this precious gift.

Mr. Speaker, we are a nation that turns famous people into heroes—TV and movie stars and our national journalists. But to me, America's true heroes are those who devote time and energy in their communities to give, offer assistance and compassion to those who need it.

Few people have performed that task better than Christi Stoker, Natalie Eisenmann, Amanda Nicolai, and Stephanie Powell.

#### CREDIT UNION MEMBERSHIP ACCESS ACT

SPEECH OF

#### HON. JAMES T. WALSH

OF NEW YORK

IN THE HOUSE OF REPRESENTATIVES

*Wednesday, April 1, 1998*

Mr. WALSH. Mr. Speaker, I rise today in strong support of H.R. 1151, the Credit Union Membership Access Act. I am proud to have been an original cosponsor of this important legislation.

My vote is a continuation of longstanding personal backing for credit unions in general. I believe they provide an invaluable service to working men and women—a service which is both convenient and comfortable.

Credit unions are familiar places which in many cases don't offer a full range of banking services but nevertheless do provide basic financial assistance—whether it be pocket money or a small unsecured loan.

After the U.S. Court of Appeals for the District of Columbia overturned a credit union decision in July of 1996, many of us in Congress realized the need for legislation to protect credit union members. Today's vote is the culmination of our efforts.

By passing this legislation, we allow Americans to choose the institution in which they put their money. By promoting continued operation of credit unions in a sound and reasonable manner, we spur competition and encourage savings. By supporting credit unions in this manner, we demonstrate our faith in the wisdom of working people.

On behalf of my constituents in central New York who will benefit from this consumer protection law, I want to thank the House for today's passage.

#### DISTINGUISHED TEACHER AWARD RECIPIENTS FROM COLORADO'S FOURTH CONGRESSIONAL DISTRICT

#### HON. BOB SCHAFFER

OF COLORADO

IN THE HOUSE OF REPRESENTATIVES

*Thursday, April 23, 1998*

Mr. BOB SCHAFFER of Colorado. Mr. Speaker, I rise today in recognition of the Distinguished Teacher Award recipients from Colorado's Fourth Congressional District. These educators have committed their lives to teaching young minds in the Poudre School District. As individuals devoted to excellence, possessing talent, patience, fortitude, a personal love of learning, and the kind of tough love necessary to teach children, these individuals are the pride of our community and a credit to their profession. To the men and women of this Chamber and to the people of Colorado, I echo the words of Distinguished Awards Founder, Harry McCabe, "You have these very special people who have dedicated themselves to the young people in our society." Let us today honor them by name.

Distinguished Teacher William 'Skip' Caddoo of Leshar Junior High School, eight years of dedication to our schools.

Distinguished Teacher Jayne Hennen of Poudre High School, 22 years of dedication to our schools.

Distinguished Teacher Nancy Jacobs of Eyestone Elementary School, 19 years of dedication to our schools.

Distinguished Teacher Lana Jensen of Lopez Elementary School, 12 years of dedication to our schools.

Distinguished Teacher Ronald Jensen of Fort Collins High School, 14 years of dedication to our schools.

Distinguished Teacher Larry Lashley of Poudre High School, 27 years of dedication to our schools.

Distinguished Teacher Sandy Martinez of Lincoln Junior High School, 16 years of dedication to our schools.

Distinguished Teacher Tim Pearson of Riffenburgh Elementary School, 16 years of dedication to our schools.

Mr. Speaker, as you know, excellence in education has been the focus of my efforts since my days in the Colorado State Senate. As the son of two school teachers and the father of three children who attend public schools (and one on her way), no issue is closer to my heart and home. Exceptional public school teachers deserve our admiration, not only for their hard work but for the sheer weight of their accomplishments—the cultivation of an educated citizenry. These inspirational individuals give me a glimpse into what the future can hold if we let it. If we continue to improve our system by recognizing and building on the achievements of great educators like these men and women, the sky is the limit for American education.

#### HONORING FRED HIRT

#### HON. ILEANA ROS-LEHTINEN

OF FLORIDA

IN THE HOUSE OF REPRESENTATIVES

*Thursday, April 23, 1998*

Ms. ROS-LEHTINEN. Mr. Speaker, next week, the Mount Sinai Medical Center, one of the leading medical centers in the United States, must wave good bye to Fred Hirt, its CEO and the individual responsible for many of the Center's most notable achievements. With much appreciation and admiration, the residents of the 18th Congressional district wish Fred much success as he progresses into the next phase of his professional life.

As CEO of Mount Sinai Medical Center, South Florida's only private, not-for-profit independent teaching hospital, Fred, who has been twice named "Best Hospital Administrator" by Medical Business, has achieved many notable accomplishments of great benefit to South Florida. The many achievements during his tenure include the construction of a state-of-the-art Comprehensive Cancer Center, the development of one of Dade County's most active cardiac programs, the establishment of the Wien Center for Alzheimer's Disease and Memory Disorders, and the acquisition of the St. Francis-Barry Nursing and Rehabilitation Center. Moreover, he has also supervised the contribution of an estimated \$10 million each year for the care of South Florida's indigent population.

A specific example of Fred's vision has been his ability, over a decade ago, to identify those forces that would be of great value to today's health care industry: outpatient satellite facilities. For over a decade, Mount Sinai, with Fred at the helm, set up its first